

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 H-03 COME-00 TRSE-00 XMB-07

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FM AMCONSUL MILAN

TO SECSTATE WASHDC IMMEDIATE 3412

INFO USIA WASHDC IMMEDIATE

USEC BRUSSELS 085

UNCLAS MILAN 1731

C O R R E C T E D COPY (FOR TEXT PARA #6)

E.O. 11652: N/A

TAGS: SCUL, IT

SUBJECT: BRESCIA ELECTRONIC DIALOGUE OF NOV. 7

REF: CONALBLE LETTER TO FINA OF OCT. 22, 1973

DEPT PLS PASS: CONG. BARBER CONABLE BY COB NOV. 2

USIA ATTN ICS/ COOPER

1. APPRECIATE YOUR PARTICIPATION IN BRESCIA DIALGOUE AND
EXCELLENT FILMEDINTERVIEW ALREADY RECEIVED HERE.

2. IN RESPONSE YOUR REQUEST FOR SUGGESTIONS AND IN LIGHT TEXT
OF YOUR STATEMENT AND MY DISCUSSIONS WITH BRESCIA BUSINESS
LEADERS OCT. 31, I OFFER FOLLOWING SUGGESTIONS.

3. BELIEVE DIALOGUE CAN BE MOST VALUABLE, IF IT CLEARLY
SERVES BOTH TO REGISTER US DESIRE FOR RECIPROCAL REDUCTION OF
TRADE BARRIERS AND TO ENABLE BRESCIANS TO GET ACROSS THEIR
PARTICULAR INTERESTS IN MULTILATRAL TRADE NEGOTIONS.

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4. BRESCIA PANELISTS WILL BE INDUSTRIAL LEADERS WITH VERY

HARD-HEADED APPROACH TO TRADE. THEY HAVE ALREADY MADE CLEAR THEIR DESIRE TO DISCUSS SPECIFICS. THEY WILL WISH BOTH TO ASK SOME CONCRETE QUESTIONS AND TO REGISTER WITH YOU, AS POINT OF DIRECT CONTACT WITH USG, CERTAIN PRECISE CONCERNS THAT THEY WANT USG TO HAVE IN MIND AS TRADE NEGOTIATIONS EVOLVE.

5. TO ASSIST YOU IN BEING ABLE TO RESPOND TO PRECISE QUESTIONS ON PRODUCTS OR SECTORS, WE HOPE TO BE ABLE SEND YOU BEFORE NOV. 7 ADVANCE QUESTIONS BY BRESCIA GROUP THAT MET FOR DRY RUN OF DISCUSSION THIS MORNING.

6. WITH RESPECT TO BRESCIA PANELISTS ALERTING YOU TO THEIR SPECIFIC ATTITUDES, YOU MIGHT WISH TO REGISTER UNDERSTANDING AND EXPRESS APPRECIATION FOR THEIR CANDOR IN ASSURING THAT WE UNDERSTAND THEIR PARTICULAR CONCERNS. AT PRESENT THEIR PRIMARY FOCUS IS: (A) CONCERN AT LACK OF PROGRESS TO INTERNATIONAL MONETARY STABILITY, (B) FEAR THAT US SEES TRADE NEGOTIATIONS AS DEVICE FURTHER TO IMPROVE BALANCE OF PAYMENTS AT MOMENT OF RAPID RETURN TO SURPLUS, (C) DISSATISFACTION WITH US RELIABILITY AS SUPPLIER OF SCRAP IRON, SOYA PRODUCTS, AND LEATHER, (D) IMPACT OF VOLUNTARY TEXTILE AND SHOE EXPORT RESTRAINTS, (E) HIGH DUTIES ON SUCH LOCAL PRODUCTS AS COPPER PLUMBING SUPPLIES, (F) IMPACT OF US GUN CONTROL LEGISLATION IN IMPORTANT BERETTA ARMS.

7. WHILE PRIMARY ATTENTION WILL PROBABLY BE GIVEN TO INDUSTRIAL SECTORS, YOU SHOULD KNOW THAT BRESCIA IS IMPORTANT AGRICULTURAL AREA WITH GROWING TRANSFORMATION INDUSTRY BASED ON IMPORTED FEEDS, POULTRY AND LIVE STOCK FOR BREEDING AND HAVING INTEREST IN EXPORT OF CHEESES AND WINES. WHILE LOCAL AGRICULTURAL TRANSFORMATION INDUSTRY IS, THEREFORE, NATURALLY AGAINST HIGH PRICE LEVELS OF COMMON AGRICULTURAL POLICY FOR FEED GRAINS, IT IS NOW VERY ANGRY AT RECENT US SOYA EXPORT BAN AND LOOKING FOR CHEESE EXPORT MARKETS.

8. FOR USIA AND STATE: SUGGEST THAT BACKGROUND DATA ON ISSUES ALREADY IDENTIFIED BE OFFERED CONGRUENTLY BY COB NOV. 5 TO ASSIST HIS PREPARATION FOR NOV. 7 DISCUSSION. FINAL UNCLASSIFIED

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